

For in the days of ניסן the land is costly – דביומי ניסן יקרי ארעתא

Overview

The גמרא explains the תוספתא of מנחה is in a case where the landowner needs to sell his property in תשרי, when its value is depressed. רש"י explained why the values of fields are depressed in תשרי; however תוספות wants a reason why the values of houses are also depressed in תשרי.

תוספות asks:

ואם תאמר התינה שדות כדפירש הקונטרס לפי שיחרוש בקיץ ויזרע במרחשון –
And if you will say; granted concerning fields that they are more costly in
ניסן, as רש"י explained since he can plow the field in the summer in order
to plant it in מרחשון -

אלא בתים מאי חילוק יש בהן בין ניסן לתשרי –
However concerning houses, what difference is their in the value of
houses, between ניסן and תשרי; they should seemingly be the same price!

תוספות answers:

ויש לומר שרגילין שייקרו בזמן שרגילין לשכור הבתים ולאחר ששכרו זילו:
And one can say; that it is usual that houses appreciate in value in the
season when it is customary to rent houses (which is in ניסן), however
after the houses are rented out, they depreciate¹.

Summary

The value of houses diminishes in תשרי since there is no demand for rentals.

Thinking it over

It would seem² that since in תשרי the houses are all rented, and in ניסן, people are looking to rent; the prices of houses for sale would be greater in תשרי, since the houses are fully rented!

¹ See נח"מ who explains that people do not want to move in winter due to the inclement weather; their belongings might become spoiled in the rain, etc. Therefore in ניסן when people want to move and there is a large demand for housing, the price appreciates; however in תשרי when it is hard to find renters, the price of housing depreciates. See 'Thinking it over'

² According to the explanation of the נח"מ. See footnote # 1.